



## **Coaching Skills for HPT Leaders Workshop**

Teams are the future of financial services and yet they can also be quite challenging. Lack of alignment, buy-in, and leadership can keep a team from achieving full potential. This program focuses on giving team leaders the tools and skills necessary to lead their team through coaching to achieve optimal alignment and results.

### **Our program**

In this highly interactive program participants will:

- ✓ Discover the difference between mentoring, consulting, selling and coaching
- ✓ Learn how to create ownership and urgency from those they lead
- ✓ Practice coaching skills to bring out the best in their team
- ✓ Explore ways to create positive accountability
- ✓ Coach each other on real issues that impact their business
- ✓ Practice listening, reflecting and strategizing
- ✓ Learn the secrets to developing goals that get executed
- ✓ Work with specific tools to help blocked or stuck team members
- ✓ Learn how to coach different styles on their team

Participants will leave this program with the skills and processes necessary to help lead their team to the next level. This session will be packed with content, but will also leverage interaction among participants in sharing their struggles and solutions with each other.

### **Contact information:**

For further information on this session feel free to contact us at Advantage Coaching & Training, Inc., 480 East Roosevelt Rd; Suite 105, West Chicago, IL, 60185; phone: (630) 293-0210; email: [info@advantagecoaching.com](mailto:info@advantagecoaching.com).